



## Women's Edition

Volume 4, Issue 16

## Mission statement:

"The mission of the Missouri Women's Council is to promote the economic success of Missouri women by connecting them to information and resources"



Jeremiah "Jay" Nixon Governor





Mike Downing Acting Director Department of Economic Development

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Missouri Women's Council Board Members 2013

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Michelle J. Word, Kansas City

Janet M. Bandera, O'Fallon

Nicole Colbert-Botchway, St. Louis

Melodee Colbert-Kean, Joplin

Jacqueline Coleman, Jefferson City

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Rep. Marsha Haefner, St. Louis

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Norma Nisbet, St. Louis

Catherine Crum Thompson, Jefferson City

Karen Thornton, Sunrise Beach

Valerie White, St. Charles

Donayle Whitmore-Smith, St. Louis



## Featured Missouri Women's Council Board Member Noelle Collins, JD

Noelle Collins is an assistant attorney with the U.S. Attorney's Office for the Eastern District of Missouri.

She has served the Eastern District of Missouri since 2004, first as a special assistant U.S. attorney and later as an assistant U.S. attorney specializing in the prosecution of human trafficking crimes.

In her current role, she has been active in educating the public about human trafficking in the St. Louis region.

Collins was in private law practice with Stinson, Morrison, Hecker in St. Louis from 2001 to 2004. From 1995 to 1998 she was a journalist in New York.

A graduate of Northwestern University with a master's degree in journalism, she received her law degree in 2001 from the University of Illinois College of Law.

Collins has recently been nominated to serve as a federal magistrate judge in St. Louis.



# Economíc News You Can Use

## Missouri Again Makes "Top 10 Pro-Business States" List from Leading Brokerage Firm, Gov. Nixon Announces

The fiscally-sound policies and job creation strategies of Gov. Jay Nixon's administration were praised by the nation's premier international brokerage firm, as it again rated Missouri as one of the top U.S. states for business. Missouri came in number 9 in the Pollina Corporate Top 10 Pro-Business States for 2013, an annual study considered the most comprehensive in the economic development industry. Among other factors, Missouri received "A" grades from Pollina for its corporate tax index, unemployment insurance, and electricity costs. This is the fourth consecutive year that Missouri has been listed in the top ten. "Once again, Missouri's low taxes, predictable economic environment, and focus on strict fiscal discipline have kept us a topten state for businesses to start, locate, and expand," Gov. Nixon said. "We will continue to hold the line on taxes which making strategic investments in Missouri's future to create jobs and keep our state moving forward." Click Here for the Entire Article



## Governor Nixon's Small Business Loan Program

Through Gov. Nixon's Small Business Loan Program, Missouri businesses with 15 employees or fewer may apply for loans of between \$2,500 and \$50,000. The loans are typically repaid over a ten-year term and at a low of 3 interest rate percent. Missouri businesses wishing to apply for one of the loans can go online to www.ded.mo.gov/ MOloan/index.htm to download





## GOVERNOR'S CONFERENCE

ON ECONOMIC DEVELOPMENT

# Make Your RESERVATIONS NOW!

NETWORK WITH HUNDREDS OF ECONOMIC DEVELOPMENT PROFESSIONALS



- Nine 50-minute concurrent sessions to choose from
- Opening Luncheon/Plenary Session: The Missouri Charge: Positioning Missouri as the Global Hub for Emerging Small Modular Technology
- . Automotive Industry in Missouri: Driving Growth
- The Annual Governor's Awards Presentation (Sept. 6th)
- Closing Luncheon Keynote Speaker: Austan Goolsbee
- · Cyber Café
- An exciting networking reception Thursday evening with live entertainment



## Missouri Women's Council Award of Distinction

Presented to an individual and/or organization that has made a significant impact upon women and their families, many outstanding individuals and organizations have helped shape Missouri and enhance the quality of life in the state. The Council has established the Award of Distinction to recognize, honor and celebrate these achievements.

Register now at ded.mo.gov/governors-conference

## Mustardseed Cultural & Environmental Gains Business Knowledge in MoDOT's Entrepreneurship Training Program



Timberlyn Smith, Owner

Mustardseed Cultural & Environmental Services is an African-American woman owned consulting company providing environmental, safety, archaeology, and training services. Based in Kansas City, Mustardseed was co-founded by Timberlyn Smith in 2003. The company's name comes from the idea that a mustard seed starts small and grows big, just as her company has done over the last 10 years.

As a 2009 graduate of Missouri Department of Transportation's Entrepreneurship Training Program, Smith learned key skills to grow her business in a highly competitive industry. MoDOT's Entrepreneurship Training Program is a comprehensive training program that helps minority and women owned businesses to grow capacity and succeed in the highway construction and related industries.

Since 2009, MoDOT has worked with the St. Louis based Consulting and Program Management firm, Philips & Associates, to select and train 25 qualified DBE firms from across the state each year. A key component of the Entrepreneurship Training Program is developing a business plan with a five year vision for growing and sustaining a business. As one of the firms selected for the MoDOT training program, Smith used the opportunity to fine tune the business plan she had created at the start of her business. She still re-

fers back to the plan when making key decisions for Mustardseed. Taking the class, she says, "helped to define our focus and develop strategies to increase our sales." Having come from a strong background in the Sciences, the Entreprenership Training program gave Smith the administrative tools she needed to run a successful business. Most valuable, says Smith, was the expertise she gained in managing finances. "I'm now more comfortable with looking at financials and using business performance data to make decisions as a result of this training" according to Ms. Smith.

Another key benefit of the Entrepreneurship Training Program, according to Smith is the tremendous networking opportunity it has provided. Leveraging relationships with fellow classmates, prime contractors, and MoDOT staff she met through the Entrepreneurship Training Program, Smith has expanded her customer base and contracting opportunities. Mustardseed landed its first MoDOT subcontract after going through the training program.

Smith takes pride in her company's strong, quality work ethic and customer service. In addition to graduating from MoDOT's Entrepreneurship Training program, she sites responsiveness to customer needs with a focus on quality to meet their needs at a fair cost as her greatest competitive advantage and the key to success over the years.

There are currently over 90 Disadvantaged Business Enterprises in Missouri that have completed MoDOT' Entrepreneurship Training Program. For more information on the program and how to apply, please contact MoDOT's External Civil Rights office in Jefferson City at 573-751-4309.

# The Competitive Advantage for Women

The Missouri Women's Council & the UMKC Women's Council welcome you to attend a workshop & book signing presented by the author of Sun Tzu for Women: The Art of War for Winning in Business, Becky Sheetz-Runkle

This workshop will help participants identify personal attributes that provide a competitive advantage in seizing future opportunities

Date: September 5, 2013
Time: 1:00—5:00 p.m.
Location: UMKC Student Union4th Floor

There is no charge, thanks to the underwriting of our event sponsors

Register at: suntzuforwomen.eventbrite.com

\*Each Registered Participant will receive a FREE Personal Assessment Guide\*

**Event Partners:** 





**Speaker Sponsor:** 







# Missouri Women's Council Board Chair named Principal at Burns & McDonnell

The CEO of Burns & McDonnell, Greg Graves, announced Michelle Word as a new Principal selected by Burns & McDonnell's Board of Directors. As Principal she is part of the top leadership of Burns & McDonnell.

Michelle is also the developer of Burns and McDonnell's supplier diversity procedures and policies. She is responsible for ensuring the company locates, utilizes and develops diverse businesses.

She also works externally to educate prospective suppliers and subcontractors about Burns & McDonnell's supplier diversity objectives and project participation. She is also responsible for internal education of project managers, procurement personnel and others in the company about the importance of cultivating and maintaining a diverse supplier base and methods to achieve this objective.



Michelle Word named Principal at Burns & McDonnell

Michelle maintains active participation in several organizations with a goal to increase business development opportunities between majority and small/diverse businesses. These organizations include the MidAmerica Minority Business Development Council, the Hispanic Chamber of Commerce, the Minority Contractors Association, and the Greater New England Minority Supplier Development Council. Additionally, she is a member of Alpha Kappa Alpha Sorority, Inc. and The Jackson County Chapter of The Links, Incorporated.

# Missouri Women's Council Board Member Inducted as President of the Mound City Bar Association

Nicole Colbert-Botchway sworn in as the 91st president of the Mound City Bar Association at the 2013 Scovel Richardson Scholarship Dinner on Saturday, June 29. Mound City Bar is one of the oldest black bar associations west of the Mississippi River. It was organized as the St. Louis Negro Bar Association on January 13, 1922, shortly after World War I.

A lifelong resident of the city of St. Louis, Nicole Colbert-Botchway earned her Bachelor's and Juris Doctorate Degrees from St. Louis University in 1993 and 1996, respectively. Before joining the Missouri Attorney General's office in 2004 as Child Support Unit Leader for the Financial Services Division, she served six years as a prosecutor in the St. Louis Circuit Attorney Office and earned an MBA from the University of Missouri—St. Louis.



Nicole Colbert-Botchway and Missouri Attorney General Chris Koster

This year she was elected to the Board of Governors of the Missouri Bar—a statewide organization that services all 29,000 of Missouri's practicing attorneys. She also serves on its Professionalism Task Force, the Missouri Supreme Courts' Child Support Guidelines Review Subcommittee and its Joint Committee on Gender and Justice.

She is the first African-American president of the Women Lawyers' Association of Greater St. Louis and its first lifetime member.

Mount City Bar's objectives are to advance the professional interest of its members; to improve the administration of justice; to uphold the honor of the legal profession; to promote the professional development of its members; and to provide service to the community.



## Business Trainings and Job Fairs

August 7, 2013
Exploring Entrepreneurship
Location: Columbia

Click Here for more information

August 7th, 2013
Facebook for Business
Location: Warrensburg
Click Here for more information

August 7th, 2013
Building the Ultimate Business Plan
Location: Springfield
Click Here for more information

August 8th, 2013
Google Apps Workshop
Location: Kansas City
Click Here for more information

August 8th, 2013
Starting a Small Business
Location: Jefferson City
Click Here for more information

August 13th, 2013
Entrepreneurship: Planning, Financing and
Starting Your Business
Location: Kansas City
Click Here for more information

August 13th, 2013
Technology Development & Commercialization
Location: Sikeston
Click Here for more information

JOB FAIR
Click Here for more information

August 14, 2013
Getting Results with Facebook, Twitter & LinkenIn
Location: Joplin
Click Here for more information

August 14, 2013
Understanding Financial Statements
Location: Jackson
Click Here for more information

JOB FAIR
Click Here for more information

August 15, 2013
Winning Government Contracts
Location: Blue Springs
Click Here for more information

August 15, 2013
Internet & Digital Marketing
Location: Columbia
Click Here for more information

August 21, 2013
Accounting Basics for Small Businesses
Location: Springfield
Click Here for more information

August 22, 2013
Selling to the Government
Location: St. Louis
Click Here for more information

August 27, 2013
QuickBooks for Small Business
Location: Columbia
Click Here for more information



## Business Trainings and Job Fairs

August 28, 2013
Winning Federal Research Grants
Location: Kansas City
Click Here for more information

August 28, 2013
Understanding Financial Statements
Location: Jackson
Click Here for more information

September 4, 2013
Exploring Entrepreneurship
Location: Columbia
Click Here for more information

September 5, 2013
Winning Government Contracts
Location: Kansas City
Click Here for more information

September 6, 2013
Starting and Managing a Business
Location: Lees Summit
Click Here for more information

September 11, 2013
Manage Your Financials
Location: Kansas City
Click Here for more information

September 18, 2013
Building the Ultimate Business Plan
Location: Springfield
Click Here for more information

September 19, 2013
Basics of Writing a Business Plan
Location: Jefferson City & Kansas City
Click Here for more information

JOB FAIR
Click Here for more information

September 24, 2013
Crowd Sourcing Workshop
Location: Kansas City
Click Here for more information

September 26, 2013
Selling to Government
Location: St. Louis
Click Here for more information

October 1, 2013
Writing a Business Plan: The First Step to Successful
Business

Location: Columbia Click Here for more information

October 2, 2013
Exploring Entrepreneurship
Location: Columbia
Click Here for more information

JOB FAIR
Click Here for more information

October 3, 2013
Winning Government Contracts
Location: Kansas City
Click Here for more information





## Business Trainings and Job Fairs

## October 4, 2013

Starting and Managing a Business

**Location: Lees Summit Click Here for more information** 

October 8, 2013

**Entrepreneurship: Planning, Financing and Starting** 

**Your Business** 

Location: St. Louis

**Click Here for more information** 

October 9, 2013

**How to Control Cash Flow** 

**Location: Jefferson City Click Here for more information** 

October 10, 2013

**Internet & Digital Marketing** 

**Location: Columbia** 

**Click Here for more information** 

October 16, 2013

**Small Business Academy** 

**Location: Jefferson City** 

**Click Here for more information** 

October 16, 2013

**Predicting Future Cash Needs** 

**Location: Jefferson City** Click Here for more information

October 18, 2013

Starting and Managing a Business

**Location: Warrensburg Click Here for more information** 

JOB FAIR

**Click Here for more information** 

October 22, 2013

**Customer Service: Taking Care of Customers** 

**Location: Columbia Click Here for more information** 

October 23, 2013 **Pricing for Success Location: Jefferson City Click Here for more information** 

October 24, 2013 **E-Learning Workshop Location: Kansas City Click Here for more information** 

November 1, 2013 Starting and Managing a Business **Location: Lees Summit Click Here for more information** 

November 5, 2013 Hiring Workers from the Internet **Location: Kansas City** Click Here for more information

November 6, 2013 **Exploring Entrepreneurship Location: Columbia** Click Here for more information

November 6, 2013 **Winning Government Contracts Location: Kansas City Click Here for more information** 

November 12, 2013 **Pricing Your Products & Services Right Location: Columbia** Click Here for more information

December 4, 2013 **Building the Ultimate Business Plan Location: Springfield Click Here for more information** 

December 5, 2013 **Winning Government Contracts Location: Kansas City** Click Here for more information



## Míssourí Línked Deposít Program

# LINKED\*DEPOSIT

## Loans to Develop Our Future

The Missouri Linked Deposit Program partners with lending institutions to provide low-interest loans to help create and retain jobs, expand the economy and strengthen communities statewide. By reducing the interest rate on certain loans that borrowers can use to improve their businesses, the program helps qualified lenders from Missouri better serve Missouri-based companies and agricultural operations. The program also provides funds for local governments to serve the interests of their constituents. Using the program allows lenders to lower the interest rates to the borrower by about 2-3 percent.

The Missouri Linked Deposit Program is well-funded with a total of \$720 million available, and State Treasurer Clint Zweifel's office is prepared to use the program to its highest potential. The program has proven successful in creating and retaining jobs, expanding the economy and strengthening communities statewide for nearly 25 years.

The program's eligibility guidelines have expanded through Treasurer Zweifel's economic development legislation, <a href="Invest in Missouri">Invest in Missouri</a>, making low-interest loans available to more borrowers including small businesses creating jobs, alternative energy producers and consumers, agriculture operations and local governments.

#### **Program Information and Eligibility Requirements**

Click on one of the links below to learn more about the program and eligibility requirements.

Small Business Program - \$110 million
Job Enhancement Program - \$220 million
Alternative Energy Program - approved case-by-case
Agriculture Program - \$330 million
Local Governments Program - approved case-by-case
Multi-Family Housing Program - \$20 million

Missouri State Treasurer Clint Zweifel
Post Office Box 210
Jefferson City, MO 65102
Phone: 573.751.8533
www.treasurer.mo.gov

Source: Missouri State Treasurer, www.treasurer.mo.gov

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## Míssourí Office of Equal Opportunity (OEO)



The Office of Equal Opportunity (OEO) exists to promote a diversified workforce within state government and to assist women and minorities in developing opportunities to contract with the state, economically empowering traditionally underserved communities and improving the overall fiscal vitality of the State of Missouri.

Our goal is to serve as a resource for promoting diversity within the state workforce and improving opportunities for women and minorities to access state employment openings and state contracts through excellent service and efficient use of resources. OEO works toward this goal by completing the following primary functions: Certification of Minority/Women Business Enterprises (M/WBE), Education and Outreach, and Matchmaking Activities.

OEO has streamlined its M/WBE Certification Process by lessening the amount of required documentation from the vendor. The certification staff is responsible for identifying and certifying minority and women business enterprises by conducting thorough eligibility reviews while ensuring that vendors receive prompt and responsible customer service.

The program's eligibility criteria are set forth and strictly followed. The certification staff is available to answer questions and provide information to vendors, local governments and state agencies regarding OEO certification procedures.

In an effort to ensure that M/WBE businesses are aware and take advantage of contractual opportunities available with state agencies, OEO sponsors or co-sponsors activities ranging from regional workshops, orientation sessions for newly certified M/WBE vendors and training workshops for state agencies. In addition, OEO is constantly seeking proactive ways to foster the inclusion of M/WBE enterprises in state contracting opportunities, including disseminating procurement information to M/WBE entities through its website.

Matchmaking involves activities designed to build relationships between M/WBE vendors and state agency procurement specialists, non-minority vendors, and decision makers. Matchmaking activities include, among other things, assisting M/WBE enterprises in identifying state agencies most likely to purchase the type of goods and/or services that their businesses provide.

State of Missouri
Office of Administration
Office of Equal Opportunity
Truman State Office Building
301 West High Street, Room 630, Post Office Box 809
Jefferson City, MO 65102
Phone: 573.751.8130 \* Fax: 573.522.8078
www.oa.mo.gov/oeo/

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## In Every Issue

## Business Resources

#### **Missouri Business Portal**

An online resource as a single point of entry for business registration, filings, licenses, and permits for doing business in the State of Missouri. Click here for more information.

## Missouri Business Development Programs

The Missouri Small Business & Technology Development Center (MO SBTDC) successfully assists more than 10,000 businesses with business startup and training workshops. Visit www.missouribusiness.net.

## Missouri Catalog of State Assistance <u>Programs</u>

Provides detailed information about state grants, loans and assistance programs and how to apply for them. Click here for more information.

## Missouri Department of Economic Development Programs for Business

The Missouri Department of Economic Development offers a listing of programs for businesses. For a full listing, please <u>click here</u>.

## Missouri Enterprise Business Assistance Centers (MEBAC)

MEBAC's mission is to help small businesses enhance productivity, expand production, increase sales and improve profitability. Visit <a href="https://www.missourienterprise.org">www.missourienterprise.org</a> or call toll free at (800) 956-2682.

#### **Missouri Linked Deposit Program**

The Big Missouri Linked Deposit Program is administered through the state treasurer's office to enable financial institutions to make low-cost loans to businesses and farms to create jobs and help Missouri's economy grow. Visit

www.treasurer.mo.gov/LinkedDeposit.asp.

#### **MOSourceLink**

MOSourceLink connects small business owners with a network of nonprofit resource organizations that provide business-building services. Visit <a href="https://www.mosourcelink.com">www.mosourcelink.com</a> or call toll-free at (866) 870-6500.

## Missouri Procurement Technical Assistance Centers (MO PTAC)

MO PTAC's mission is to assist businesses—including small, disadvantaged and women owned firms—in obtaining federal, state and local government contracts. Visit www.missouribusiness.net/PTAC

## Missouri Small Business Regulatory Fairness Board (SBRFB)

The SBRFB provides a key interface between state regulatory agencies and affected small businesses. For more information, please <u>click here</u>.

# Missouri Small Business and Technology Assistance Centers (MO SBTDC)

MO SBTDC is focused on strengthening the technological competitiveness of Missouri's businesses. Visit www.missouribusiness.net/fast.

#### Missouri Women's Council

Provides information and resources regarding business, education and career development to Missouri's women. Visit

<u>www.womenscouncil.org</u> or call toll free at (877) 426-9284.

#### MoFAST: SBIR/STTR Program

Help for entrepreneurs and small businesses seeking federal funding for technology and life sciences businesses, products, research and development. Visit www.mofast.net.

## Office of Administration— Office of Equal Opportunity

OEO's mission works to assist women and minorities in developing opportunities to contract with the state, economically empowering traditionally underserved communities and improving the overall fiscal vitality of the State of Missouri. Visit <a href="https://www.oa.mo.gov/oeo">www.oa.mo.gov/oeo</a> or call toll free (877) 259-2963.

#### **SBA- Small Business Administration**

The SBA links entrepreneurs with resources, services and support specifically designed for small business needs. <u>Visit www.sba.gov</u> or call toll free at (800) U ASK SBA.





# IN EVERY ISSUE-WOMEN'S RESOURCES

## **National Association of Women Business Owners**

NAWBO is a dues-based national organization representing the interests of all women entrepreneurs in all industries. Membership is open to sole proprietors, partners and corporate owners with day-to-day management responsibility. Phone: (800) 556-2926 Website: www.nawbo.org

#### **National Women's Business Council**

The Council's mission is to promote initiatives, policies and programs designed to support women's business enterprises at all stages of development in the public and private sector marketplaces, from start-up to success to significance. Website: www.nwbc.gov

#### eWomenNetwork, Inc.

eWomenNetwork, Inc. is committed to helping women and their businesses achieve, succeed and thrive in the new economy. Their goal is to help female business owners and professionals achieve their goals.

Website: www.eWomenNetwork.com

### **Women Impacting Public Policy, Inc.** (WIPP)

A national nonpartisan public policy organization that advocates for and on behalf of women and minorities in business in the legislative process of our national, creating economic opportunities and building bridges and alliances to other small business organizations.

Website: www.wipp.org

#### **Career Education Coordinators**

Network of professionals focusing on nontraditional careers as well as providing information and expertise in career awareness, exploration and planning for various audiences.

Website: www.missouricareereducation.org

## **Women's Business Enterprise National Council (WBENC)**

Dedicated to advancing the success of Corporate Members, certified women's business enterprises, and government entities in partnership with its Regional Partner Organizations (RPOs)

Website: www.wbenc.org

### Missouri Child Care Resource and **Referral Network**

The Missouri Women's Council recognizes that often times women in business and workforce may encounter barriers accessing quality child care. This organization coordinates the activities of the eight child care resource and referral agencies that serve all 115 counties in Missouri.

Website: www.moccrrn.org

#### **Women's Business Development Center**

The largest women's business assistance center in the United States. Nationally and internationally recognized for responsive, innovative, and effective programs and advocacy efforts. Delivers business services and financial assistance to empower women towards entrepreneurship and economic self-sufficiency.

Website: www.wbdc.org

#### **Caring Communities**

A "partnership" that enables community and school leaders to define priorities and agendas based on each community's needs, assets and vision. By developing communitybased supports and services, the aim is to enhance the well-being of children, which is inseparable from the well-being of their families and the stability and economic viability of the communities where they live. Website: www.mofact.org

### **WPO Women Presidents' Organization**

The WPO is a non-profit membership organization for women presidents of multimillion-dollar companies. Members of the WPO take part in professionally facilitated peer advisory groups in order to coax the 'genius out of the group' and grow their businesses to the next level. Website: www.womenpresidentsorg.com

#### **Missouri Career Centers**

Located in communities across the state and represent a unique partnership of employment and training organizations that reflect the specific needs in each local community. These resource areas are equipped with computers, fax machines, and telephones that operate similarly to a public library.

Website: www.missouricareersource.com





## Missouri Women's Council



The Missouri Women's Council was established in 1985 by the State's 83rd General Assembly to identify and address issues affecting the economic and employment status of women in Missouri. The first name of the council was the Missouri Council on Women's Economic Development and Training (MCWEDT). The name was changed to the Missouri Women's Council in 1994.

It is the intent of the Missouri Women's
Council to work closely with other
agencies and community-based
organizations to build awareness, educate,
promote opportunities for, and enhance
the lives and well being of Missouri
women business owners and women in
the workforce.

The Missouri Women's Council offers information and resources on starting your Own Business, Women in Business, Finding a Great Job, Upgrading Your Skills, and Obtaining State Contracts.

The Council is an agency within the Department of Economic Development. The bipartisan Council is comprised of 15 members: 11 appointed by the Governor, 2 Missouri State Senators, and 2 Missouri State Representatives with the chair appointed by the governor. An Executive Directors is appointed to serve the Missouri Women's Council and the women of Missouri.



## Follow us on Facebook

Missouri Women's Council's Women Owned Business (WOB) Network

Helping Women-Owned
Businesses Succeed in Missouri

Becoming a member of the WOB Network can help women-owned business owners find and interact with each other, as well as highlight the goods and services their businesses provide. Register for free, online at <a href="https://www.wobnetwork.mo.gov">www.wobnetwork.mo.gov</a>

To subscribe or unsubscribe to the Women's Edition, please <u>click here</u>.